

US EXECUTIVE APPROVAL FORM

CUSTOMER NAME: Experian

PARTNER/VAD NAME:

SECTION I - Approval Requests:

HQAPP Requests:

1. License Discounts:
 - 65% Discount (Store + 40%) for E-Business Suite 2002 Migration + New licenses
 - 70% Discount (Store + 45%) for Technology
 2. 3 Year Price Hold:
 - 60% E-Business Suite: Professional, Employee, External Users + Payroll, Time & Labor, iRecruitment, iLearning, electronic orders, and Tutor for Applications
 - 70% Technology: Database (Enterprise & Standard), iAS, iDS, RAC, Partitioning, Discoverer, Programmer, OLAP, Data Mining, Advanced Security, JDeveloper, Diagnostics Pack, Tuning Pack, and Change Management Pack
 3. Technical Support Cap: 0% 1st and 2nd renewal years, not to exceed 5% 3rd renewal year
 4. Waive Reinstatement Fees: Rather than customer paying reinstatement fees, charge back-support fees
- *Per OSSINFO – “The Premium support price, and the backsupport on this are approved by OSSINFO”
5. Migration: Net License Fees were not provided by Oracle UK, so MAT used List Price for Net Fees Paid: \$31,470
 - a. Alert (CSI 89976) \$20,000
 - b. Financial Analyzer (CSI 72553) \$9,975
 - c. Sales Analyzer (CSI 89120) \$1,495

TIER 1 Requests: none

TIER 2/3 Requests:

1. License Assignment: Allow assignment to an acquiring entity that is assuming all or substantially all assets and liabilities
2. Customer Definition in E-Business Suite deal: Majority owned subs (>50%) with exhibit (subs do not agree in writing, however customer warrants it has authority to bind subs and will be responsible for any breach).
3. Waive CD Pack Fees

Rep level:

1. \$50,000 for Education Credits to be reflected as line item on Ordering Document –store discount
2. \$50,600 line item for Advanced Product Services to be reflected as line item on Ordering Document (23 day)

*Per OSSINFO – “The Premium support price, and the backsupport on this are approved by OSSINFO”

Previously approved requests (include date of approval): none

SECTION II – Deal Summary:

Deal Summary	
Programs	Applications: E-Bus Suite 2002: Professional & Employee Users, Payroll Technology: Change Management Packs, Diagnostics Packs, Tuning Packs, Partitioning, Database-Enterprise Edition
License Discount	Applications: 65% (ebiz + 40%)

	Technology: 70% (ebiz + 45%)
Support Discount	Applications: 65% (ebiz + 40%) Technology: 70% (ebiz + 45%)
Comp & Admin Discount	N/a
Phased Implementation for Comp & Admin?	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Subset of Users	See checklist below and forward a spreadsheet to NASINFO/OGEHINFO
Support Options/Holds	Technical Support Cap: 0% 1 st and 2 nd renewal years, not to exceed 5% 3 rd renewal year
Price Holds	3 Year Price Hold: Applications: 60% for Professional, Employee, and External Users + Payroll, Time & Labor, iRecruitment, iLearning, and Tutor for Applications Technology: 70% Database (Enterprise & Standard), iAS, iDS, RAC, Partitioning, Discoverer, Programmer, OLAP, Data Mining, Advanced Security, JDeveloper, Diagnostics Pack, Tuning Pack, and Change Management Pack
List License	\$9,529,000 (Aggregate List License Fee from Migration + List for New Licenses) Applications: \$8,679,000 Technology: \$850,000
List Support	\$2,096,380 (Total Incremental and Migrated eBus Support + Support for New Licenses) Applications: \$1,909,380 Technology: \$187,000
List Comp & Admin	N/a
Net License	\$2,553,315 Applications: \$2,298,315 Technology: \$255,000
Net Support	\$573,999.70 Applications: \$517,899.70 Technology: \$56,100
Net Comp & Admin	N/a
Net Total Price	\$3,127,314.70 Applications: \$2,816,214.70 Technology: \$311,100
Price List Used	March 7, 2003

Customer History - Existing Price Holds	
Existing contractual discount (price hold)	None on E-Business Suite
Date of Price List for price hold	
When does price hold expire?	
Price hold program categories (database, server, erp, crm, hr/payroll, app suite)	
Name of Agreement if applicable	

SECTION III - Justification:

Justification:

Competition - Peoplesoft Decision on HRMS which the Oracle Team was able to overturn . Huge blow to Peoplesoft on a deal they had forecasted. In addition Experian has a corporate standard of Siebel which this migration will hit head on. Current opps include data architecture (TCA) and will follow with (Contracts, Sales Comp, etc.) This contract will be a weapon for the CIO against two of our bitterest rivals.

· **Discount History** - Customer has a current a la carte price hold of 83% through an agreement signed in the UK. Price hold exhibits expire May 2003 and May 2004. Most of our applications and technology are incorporated into these price holds. Customer will be giving up these price holds and in many cases paying more for Oracle Software when this agreement is executed.

· **Timing** – The new Global CTO is in place and has been given solid power as a new report to the President in a newly created position. He is an Oracle supporter and this contract will arm him to spread Oracle throughout Experian as he shares our Oracle vision of consolidation. The time to strike is now while he is in place and has the momentum of change behind him as a justification.

Waive reinstatement – customer has gone through 3-4 support renewal reps over the past year. Customer had submitted a PO when the support was up for renewal, but we were not able to generate an invoice and book the PO.

Recommendation: *(leave blank for HQAPP to fill out)*

Submitted By: Barbara Collins, ASM (Steve Stebbins, RM)

Field RM name if submitted by OracleDirect:

R: *(leave blank for HQAPP to fill out)*

C:

L:

A:

BP:

PLEASE NOTE THAT HQAPP WILL NOT REVIEW ANYTHING BELOW AND NOTHING BELOW WAS CONSIDERED FOR THEIR APPROVAL. ONLY DETAILS IN THE REQUEST SECTION (SECTION I) ABOVE WERE CONSIDERED IN THE APPROVAL GRANTED.

SECTION V – Ordering Document Details**Instructions - Fill in all sections completely.**

APPROVAL REQUIREMENTS - Refer to the Approval Matrix at <http://esource.oraclecorp.com>

PRICING REQUIREMENTS – Refer to Price List and Price List Supplement for minimums and prerequisites.

PRICING SPREADSHEET – Include a pricing spreadsheet showing all products, quantities, license types, pricing, and discounts. Indicate if discount for drafting contract differs from approved discount.

MIGRATIONS - If your deal contains a migration, you must submit a Migration Worksheet to the ELM (cBusiness License Migrations) team. Refer to <http://nafo.us.oracle.com> under the Contract Management tab and e-Business License Migrations header to download the spreadsheet and for additional information.

Note: All business approvals & quotes are valid through the quarter they were approved, unless a formal RFP or Tender requires a longer validity period.

General Information	
Contract requested by (insert date): After all approvals are obtained - Allow 24 hours for standard contracts and 48 hours for non-standard contracts.	Wednesday, May 28, 2003
Opportunity I.D. (OSO Number):	#1004561
Is this a ship order?	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Deal Structure (indicate Direct, Pass-Through, Sublicense, or Trial License):	Direct
Is this deal the result of a compliance issue that LMS has been involved in?	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Does deal contain new licenses with an <i>approved</i> non-supported license type (i.e. metric is not nor ever has been on Oracle's price list):	<input type="checkbox"/> Yes (specify non-supported license type and eBusiness license type used to determine conversion) <input checked="" type="checkbox"/> No
Quote Valid Through (insert date):	May 30, 2003
Partner (insert name, if applicable)?	Margin or % of net license fees _____
VAD (insert name, if applicable)?	Margin or % of net license fees _____
PARTNER PAYMENT: If this is a direct deal, does it involve a Partner Referral Fee?	<input type="checkbox"/> Yes <input type="checkbox"/> No
If yes, specify payment type:	<input type="checkbox"/> Applications Affiliate Fee <input type="checkbox"/> ROP Fee (<i>GB Use Only</i>)
MIGRATIONS OR UPDATES:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
PREMIUM SERVICES:	Yes <input checked="" type="checkbox"/> No
INCIDENT PACKS:	Yes <input checked="" type="checkbox"/> No
INTERNATIONAL: Requires an International Notification Form to be forwarded to your manager, contract specialist, and NASINFO or OGEHINFO.	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Payment Terms:	<input checked="" type="checkbox"/> Net 30 <input type="checkbox"/> Other (Specify)
Referenced Agreement:	<input type="checkbox"/> New OLSA <input checked="" type="checkbox"/> Other (Specify) OLSA V020703

Customer and Administrative Information – all fields must be filled in	
Customer's EXACT Legal Name:	Experian
Business Address:	475 Anton Blvd.
City / State / Zip:	Costa Mesa, CA 92626
Customer Contract Admin:	Colin Markwell
Phone #:	(714) 830-7021
Fax #:	
E-mail ID:	Colin.Markwell@experian.com
Billing Contact:	Barbara Bohlman
(Partner/VAD if Indirect):	
Address:	475 Anton Blvd.
City / State / Zip:	Costa Mesa, CA 92626
Phone #:	(714) 830-7094
Fax #:	(714) 830-2414
E-mail ID:	Barbara.Bohlman@experian.com
Tax Status :	Exempt ____ (Need certificate for ship to state if not on Oracle's Tax Exemption Log)
	Non-Exempt x__
Shipping Contact:	Danny Boston
Address:	475 Anton Blvd.
City / State / Zip:	Costa Mesa, CA 92626
Phone #:	(714) 830-7436
Fax #:	
E-mail ID:	Danny.Boston@experian.com
Technical Support Contact:	Danny Boston
Address:	475 Anton Blvd.
City / State / Zip:	Costa Mesa, CA 92626
Phone #:	(714) 830-7436
Fax #:	
Email ID:	Danny.Boston@experian.com
Partner Name (Indirect):	
Address:	
City / State / Zip:	
Contact Admin:	
Phone #:	
Fax #:	
E-mail ID:	

Education (EPPC)	
Education Prepaid Credit Amount:	\$50,000
Education Discount:	100%
Education Revenue:	\$0
Education Sales Rep:	Jim Mulligan

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PROCESSOR/NAMED USER PROGRAMS/COMPUTER PROGRAMS (REQUIRED INFORMATION)

Make and Operating System required for each program:

Make: US: AIX, UK: Sun Solaris

OS:

PROGRAMS:

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Applications	
Will applications be modified:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Will users be accessing modified Apps from the web:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Have all prerequisites been included:	<input checked="" type="checkbox"/> Yes <input type="checkbox"/> No
Will users use Fast Forward RPM:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Will applications be hosted:	<input type="checkbox"/> Yes <input checked="" type="checkbox"/> No
Indicate database that Apps will run on:	Oracle
Indicate CSI for existing prerequisite database and tools:	

Options not requiring HQAPP, Tier 1, or Tier 2 Approval	
(1)	
(2)	
(3)	
(4)	

Internal Administrative Information	
Applications Sales Manager	Barbara Collins and Jeff Lightner
Technology Sales Manager	Scott Herdman and Simon Holland
Account Manager	
OracleDirect Rep	Ted Gray and ? (Need to find who Simon works with at OD)
Education Sales Rep	
Support Renewals Rep	
Premium Support Rep	
Migrations Manager	Sonny Gepilano
Is there a teaming agreement?	<input checked="" type="checkbox"/> Yes (if yes, list all appropriate reps) <input type="checkbox"/> No
Requester:	Name: Barbara Collins Business Telephone: 714-438-4516 Cell Phone: 714-299-9199